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PSG/AID-217/70

15 July 1970

MEMORANDUM FOR: Executive Director, NPIC

SUBJECT: Recent ☐ Hardware Announcements

1. On 30 June ☐ held a clambake that, even making allowances for their standing policy of coffee and doughnuts rather than martinis and hors d'oeuvres, was singularly inept. The "program" consisted of three short films separated by two speeches by ☐ brass. The distressing aspect was that the films and speeches all covered exactly the same ground. Repetition is certainly an excellent device for getting a message across but when applied to so trivial a message, it becomes rather insulting.

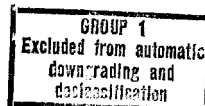
2. The machines announced were designated System/370 Model 155 and System/370 Model 165. (I do feel a certain gratitude to ☐ for their restraint in not calling it "System 720.") They are aimed at the 360 Mods 40 & 50 and 360 Mods 65 & 75 markets respectively. Internal speeds are increased by factors of two to five as compared to corresponding 360 models. The machines have numerous other improvements as compared to their 360 counterparts but they are all minor, evolutionary, and decidedly non-earth-shaking. The most interesting aspect of these machines is that they are the first commercial machines (to my knowledge, at least) to make use of error-correcting codes at the hardware level. Since ☐ invention of such codes in 1950 preceded the rise of the digital computer, their direct use in the equipment is long overdue. (Some observers, more cynical than I, have already suggested that the use of E/C codes in the 370's stems from the low reliability of the 360/50.)

3. The costs of the 370's have not been increased in the same ratio as the internal speeds of the equipments. In consequence, either of these 370's offers a substantial increase in potential cost/benefit ratios by comparison with corresponding 360's. To realize such potential benefits, an organization should be in the position of either now operating two or more of a corresponding 360 model or of nearing the limit of capacity of a single such system. Where initial, rather than replacement, system

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acquisition is under consideration, the selection should be based on matching the possible computers to the applications contemplated. In such a situation, the 370's will be somewhat more competitive than their progenitors in ☐ product line. Thus, in any situation where acquisition of an additional computer might be indicated for a major new application area in the Center, we would certainly give long consideration to the 370's.

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Chief, Technical Planning Staff, AID
PSG/NPIC

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